

**Listing of Claims:**

1. (Original) A method of graphically depicting a plurality of price adjustments that are applied to a product set over a predetermined time period, the method comprising:

receiving a request for a graphical depiction of said plurality of price adjustments that are applied to said product set over said predetermined time period;

retrieving, in response to said request, transaction data for said plurality of price adjustments for said product set during said predetermined time period from a database that stores transaction data for said product;

computing, for each price adjustment in said plurality of price adjustments, a representation of an amount the price of said product set was adjusted in accordance with said corresponding price adjustment during said predetermined time period using said transaction data; and

graphing each said representation as an element in a graph having a start price point and an end price point, wherein each said element is placed between said start price point and said end price point.

2. (Original) The method of claim 1, wherein said product set comprises a single shopkeeping unit that uniquely represents a product in a catalog of products.

3. (Original) The method of claim 1, wherein said product set comprises each product sold to a particular customer or a particular group of customers during said predetermined time period.

4. (Original) The method of claim 1, wherein each price adjustment in said plurality of price adjustments is selected from the group consisting of an order size discount, a promotion discount, an exception discount, a cash discount, a cooperative advertising discount, salesperson discretion, a promotional bonus, a product line rebate, an annual volume bonus, a marketing allowance, and a freight surcharge.

5. (Original) The method of claim 1, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a summation of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

6. (Original) The method of claim 1, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a weighted average of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

7. (Original) The method of claim 1, wherein said graph further includes one or more intermediate price points and each said element is associated with either an intermediate price point, selected from among said one or more intermediate price points, or said final price point, and wherein said element is plotted in the graph before the price point associated with the element.

8. (Original) The method of claim 7, wherein an intermediate price point in said one or more intermediate price points is an invoice price.

9. (Original) The method of claim 1, wherein a first price adjustment in said plurality of price adjustments includes a plurality of subcategories and said computing step further comprises computing, for each subcategory of said first price adjustment, a representation of an amount the price of said product set was adjusted in accordance with said subcategory of said first price adjustment during said predetermined time period using said transaction data, the method further comprising:

accepting a selection of the element in said graph that corresponds to said first price adjustment; and

graphing, for each subcategory of said first price adjustment, the representation that corresponds to said subcategory of said first price adjustment.

Claims 10-26 (Withdrawn)

27. (Original) A computer program product for use in conjunction with a computer system, the computer program product comprising a computer readable storage medium and a computer program mechanism embedded therein, the computer program mechanism comprising:

a waterfall reporting module for graphically depicting a plurality of price adjustments that are applied to a product set over a predetermined time period, the waterfall reporting module including:

instructions for receiving a request for a graphical depiction of said plurality of price adjustments that are applied to said product set over said predetermined time period;

instructions for retrieving, in response to said request, transaction data for said plurality of price adjustments for said product set during said predetermined time period from a waterfall history database that stores transaction data for said product;

instructions for computing, for each price adjustment in said plurality of price adjustments, a representation of an amount the price of said product set was adjusted in accordance with said corresponding price adjustment during said predetermined time period using said transaction data; and

instructions for graphing each said representation as an element in a graph having a start price point and an end price point, wherein each said element is placed between said start price point and said end price point.

28. (Original) The computer program product of claim 27, wherein said product set comprises a single shopkeeping unit that uniquely represents a product in a catalog of products.

29. (Original) The computer program product of claim 27, wherein said product set comprises each product sold to a particular customer or a particular group of customers during said predetermined time period.

30. (Original) The computer program product of claim 27, wherein each price adjustment in said plurality of price adjustments is selected from the group consisting of an order size discount, a promotion discount, an exception discount, a cash discount, a cooperative advertising discount, salesperson discretion, a promotional bonus, a product line rebate, an annual volume bonus, a marketing allowance, and a freight surcharge.

31. (Original) The computer program product of claim 27, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a summation of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

32. (Original) The computer program product of claim 27, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a weighted average of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

33. (Original) The computer program product of claim 27, wherein said graph further includes one or more intermediate price points and each said element is associated with either an intermediate price point, selected from among said one or more intermediate price points, or said final price point, and wherein said element is plotted in the graph before the price point associated with the element.

34. (Original) The computer program product of claim 27, wherein an intermediate price point in said one or more intermediate price points is an invoice price.

35. (Original) The computer program product of claim 27, wherein a first price adjustment in said plurality of price adjustments includes a plurality of subcategories and said instructions for computing further comprise instructions for computing, for each subcategory of said first price adjustment, a representation of an amount the price of said product set was adjusted in accordance

with said subcategory of said first price adjustment during said predetermined time period using said transaction data, the waterfall reporting module further comprising:

instructions for accepting a selection of the element in said graph that corresponds to said first price adjustment; and

instructions for graphing, for each subcategory of said first price adjustment, the representation that corresponds to said subcategory of said first price adjustment.

#### Claims 36-52 (Withdrawn)

53. (Original) A computer system for graphically depicting a plurality of price adjustments that are applied to a product set over a predetermined time period, the computer system comprising:

a central processing unit;

a memory, coupled to the central processing unit, the memory storing a waterfall history database that stores transaction data for said product, and a waterfall reporting module;

the waterfall reporting module including:

instructions for receiving a request for a graphical depiction of said plurality of price adjustments that are applied to said product set over said predetermined time period;

instructions for retrieving, in response to said request, transaction data for said plurality of price adjustments for said product set during said predetermined time period from said waterfall history database;

instructions for computing, for each price adjustment in said plurality of price adjustments, a representation of an amount the price of said product set was adjusted in accordance with said corresponding price adjustment during said predetermined time period using said transaction data; and

instructions for graphing each said representation as an element in a graph having a start price point and an end price point, wherein each said element is placed between said start price point and said end price point.

54. (Original) The computer system of claim 53, wherein said product set comprises a single shopkeeping unit that uniquely represents a product in a catalog of products.

55. (Original) The computer system of claim 53, wherein said product set comprises each product sold to a particular customer or a particular group of customers during said predetermined time period.

56. (Original) The computer system of claim 53, wherein each price adjustment in said plurality of price adjustments is selected from the group consisting of an order size discount, a promotion discount, an exception discount, a cash discount, a cooperative advertising discount, salesperson discretion, a promotional bonus, a product line rebate, an annual volume bonus, a marketing allowance, and a freight surcharge.

57. (Original) The computer system of claim 53, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a summation of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

58. (Original) The computer system of claim 53, wherein each said representation of said amount the price was adjusted in accordance with said corresponding price adjustment is a weighted average of the amount the price was adjusted by said price adjustment in each transaction for the purchase of said product set during said predetermined time period.

59. (Original) The computer system of claim 53, wherein said graph further includes one or more intermediate price points and each said element is associated with either an intermediate price point, selected from among said one or more intermediate price points, or said final price point, and wherein said element is plotted in the graph before the price point associated with the element.

60. (Original) The computer system of claim 53, wherein an intermediate price point in said one or more intermediate price points is an invoice price.

61. (Original) The computer system of claim 53, wherein a first price adjustment in said plurality of price adjustments includes a plurality of subcategories and said instructions for computing further comprise instructions for computing, for each subcategory of said first price adjustment, a representation of an amount the price of said product set was adjusted in accordance with said subcategory of said first price adjustment during said predetermined time period using said transaction data, the waterfall reporting module further comprising:

instructions for accepting a selection of the element in said graph that corresponds to said first price adjustment; and

instructions for graphing, for each subcategory of said first price adjustment, the representation that corresponds to said subcategory of said first price adjustment.

Claims 62-78 (Withdrawn)